

Salesforce

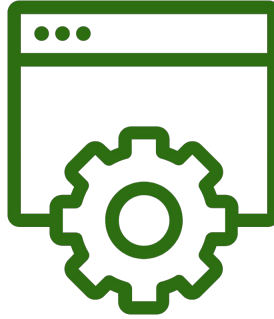
Product

What is Salesforce?



One of the largest cloud
platforms

The largest SaaS and PaaS
platform

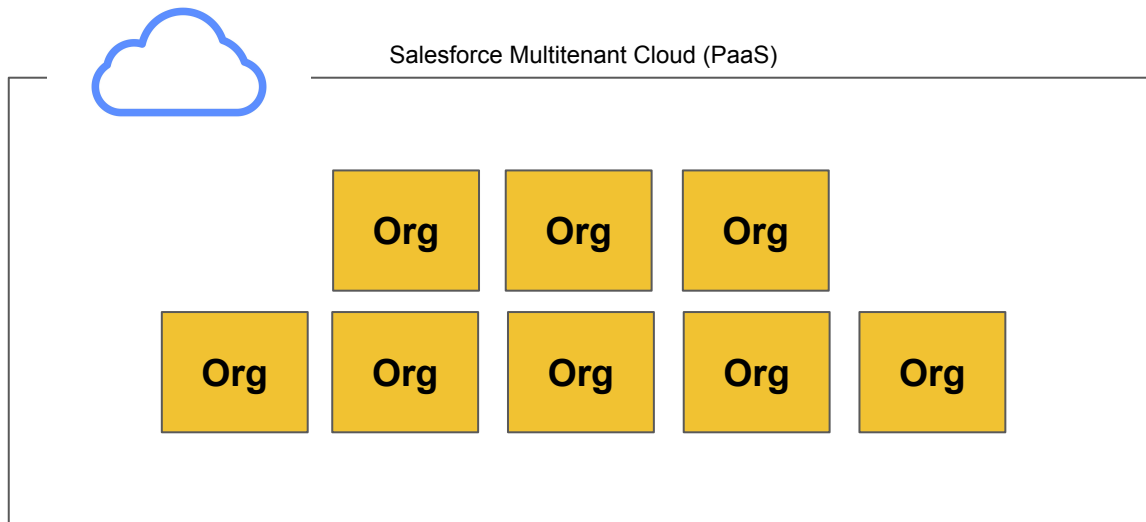


The leader in low-code and
rapid application development

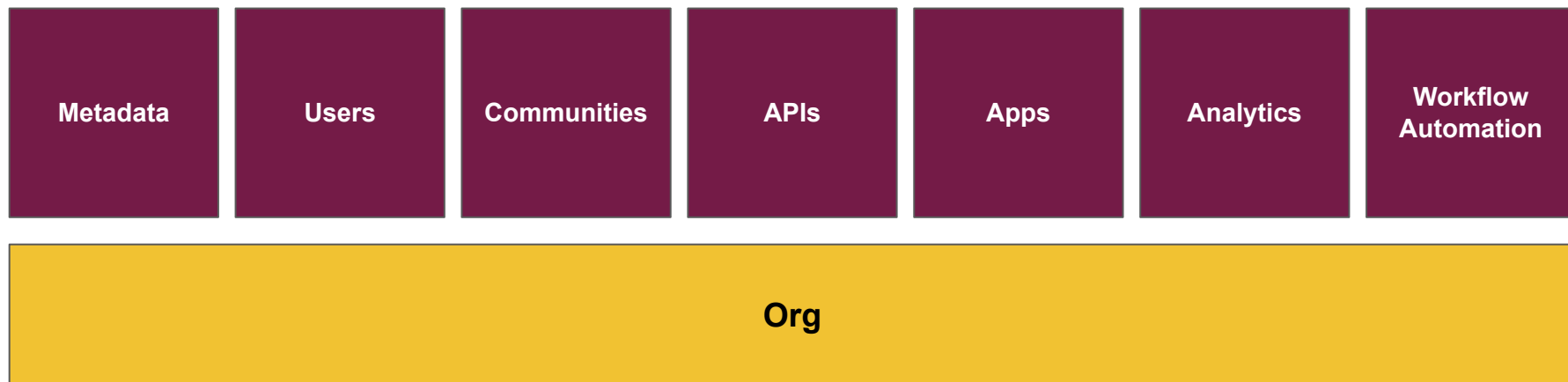


Easy and quick way for
agencies to "go to the cloud."

Quick Architecture



Quick Architecture



Salesforce Agencies at the State of Utah



Low-code application development

Administration

Community/constituent engagement

Data management

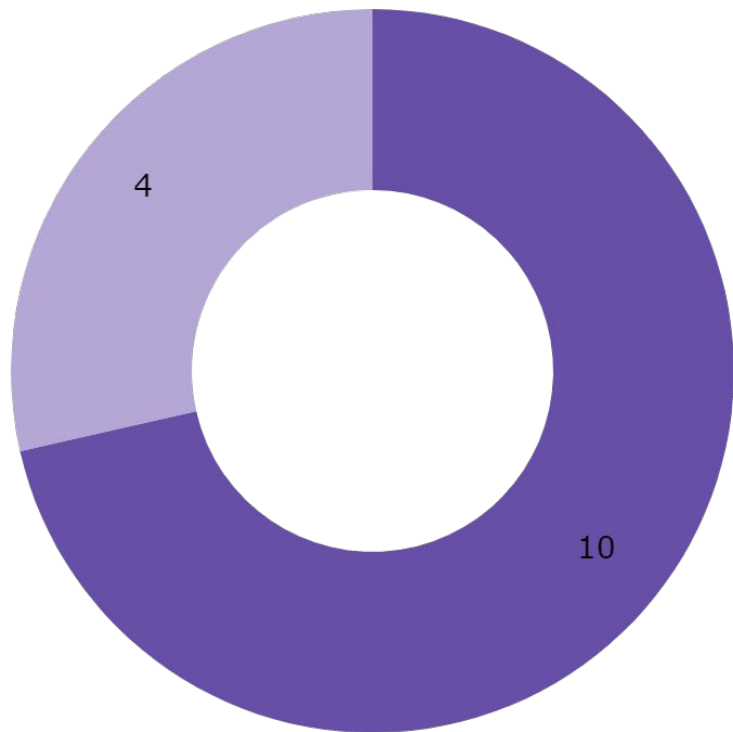
Grants management

Automation

Integrations

Scheduling

Huge Demand



Demand plan forecasts at least 14 additional orgs in calendar year 2021

- 10 certain
- 4 probable

Essentially **Doubling** our product

DTS as a Partner



New org architecture evaluation

Regular org health checks

Security setup (Archer), and security checks

Licensing and vendor relationship facilitation

Integrations with IAM/SSO/2FA, GSuite, GCP, other systems

Custom development

Consulting and professional services

Sourcing (MOU)

Enterprise Licensing



Enterprise Licensing

DTS centrally administers licenses

DTS is able to provide *Unlimited Edition* licenses at significantly reduced costs

Current agencies on UE will get a reprice

New agencies will get the DTS price

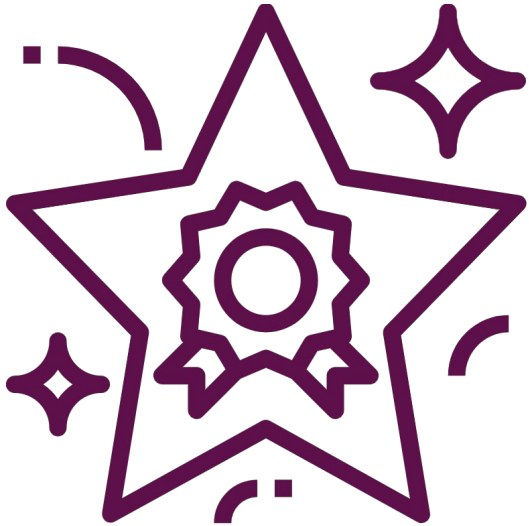


DTS Salesforce Licensing Agreement

	License Type	
	Unlimited Edition	Community
Total Licenses	997	1,000,000
Assigned		
Customer	Unlimited Edition	Community
DAS (DRM)	2	
DEQ	30	2,000
GOV	22	
DTS	2	
UDOT (New)	50	10,000
VAX (New)	300	900,000
CCJJ (UVOC)	12	
Assigned total	418	912,000
Remaining	579	88,000

Agencies who are not currently on Unlimited Edition license are not part of this agreement, however there is an upgrade path.

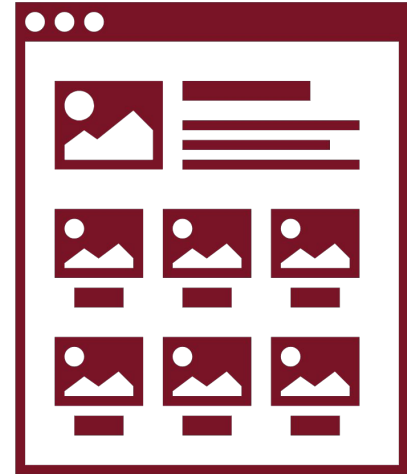
Vision and Roadmap



Center of Excellence



Enterprise Licensing



Product Catalog

What's Next?



Demo / Webinar / Showcase

Adam Frisbee	Manager, all-around nice guy	afrisbee@utah.gov
Emily Williams	Salesforce architect	ewilliams@utah.gov